

British Columbia | September 2016



# Webinar: Non-resident Importers

## Tips and Traps

## You're invited

A non-resident importer ("NRI") is a person who does not reside in country of importation and who imports goods into that country. The benefits of being an NRI include: a greater degree of control over import process and costs, and faster shipment processes. Compliance requirements go hand-in-hand with these advantages.

Deloitte, in collaboration with NRI Industries, IE Canada and the US Commercial Service, invites you to join our Non-Resident Importer - *Tips and Traps* webinar to learn more about:

- **Duty and tax minimization strategies**  
Many importers are turning to the use of a single North American warehouse as a central hub for the importation of goods into Canada and the USA. We will discuss these strategies and how they are implemented in Canada and the US.
- **Traps for the unwary**  
Duty valuation mistakes can place an entire business in jeopardy. Further, while import Goods and Services Tax ("GST") is generally recoverable as an input tax credit ("ITC"), some importers mistakenly structure imports in a way that "traps" GST (makes it unrecoverable). Learn more about these traps and how to avoid them.
- **Customs transactions between related parties**  
Related party transactions give rise to a wide variety of customs disputes. Learn what you need to know in order to avoid those disputes.

The CBSA seems to be targeting NRIs for verifications / audits. Now is a good time to see whether or not your business will pass muster.

### Date:

September 22, 2016

### Time:

10am – 11:30am PT  
(1pm – 2:30pm ET)

### Registration:

Please click [here](#) to register.

### Questions?

Please reach out to Natasha Tam at  
[nattam@deloittetaxlaw.ca](mailto:nattam@deloittetaxlaw.ca)

## Presenters



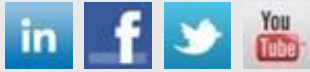
### **Daniel Kiselbach, JD**

Dan is a partner of Deloitte Tax Law LLP. He supports Deloitte's Global Trade and Customs and Tax Groups. He has been called to the bar for more than 26 years. His practice focus is on customs, international trade and taxation matters. His career began as a staff lawyer for the Department of Justice, Canada where he represented federal departments and agencies, including what are now known as the Canada Border Services Agency and the Canada Revenue Agency. He entered private practice in 1997 and became the National Leader of the International Trade, Customs and Commodity Tax Group in a major Canadian law firm before joining Deloitte Tax Law in 2013. The legal community's recognition of Dan's customs and international trade experience is reflected in Canada's Lexpert Directory, where he has been regularly ranked as a "repeatedly recommended" lawyer.



### **Satinder Bains, MBA**

Satinder is a Senior Manager in the Customs and Global Trade Group in Deloitte's Vancouver office. He has over 15 years of experience in customs and international trade matters. He started his career as an officer of the Canada Customs and Revenue Agency. He was a senior Trade Customs Verification officer before joining another major accounting firm in 2006. He joined Deloitte in 2015.



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